

Message Text

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62

ORIGIN COME-00

INFO OCT-01 EA-07 ISO-00 EB-06 RSC-01 /015 R

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R 022105Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI

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E.O. 11652: NA

TAGS: BEXP, TW

SUBJECT: CHUNG HSIN ALLOY STEEL PLANT

1. WE HAVE LEARNED FROM THE BIRDSBORO COMPANY THAT THEY ARE BIDDING A DOLS 12 MILLION SPECIAL ALLOY STEEL MILL RATED AT 70,000 TONS PER YEAR TO TANG ENG IRONS WORKS LOCATED IN KAOHSIUNG. PROJECT RELATES TO TANG ENG'S STEEL PLANT AT CHUNG HSIN. BIRDSBORO IS THE ONLY U.S. FIRM BIDDING AND ARE WORKING JOINTLY WITH ARMCO STEEL AS TECHNICAL ADVISOR. THEY ARE EXPERIENCING HEAVY COMPETITION FROM GERMANY, PRINCIPALLY FROM DEMAG AND DRUPP.

2. PRICE TENDERS HAVE BEEN OPENED AND BIRDSBORO HAS SECOND BEST PRICE AFTER KRUPP. TECHNICAL QUALIFICATIONS ARE NOW BEING REVIEWED WITH A DECISION LIKELY SOON. THEIR SOURCES INDICATE DECISION MAY BE AS EARLY AS OCTOBER 2.

3. THERE IS CONCERN THAT CHINESE MAY NOT MAKE ADEQUATE COMPARISON ON PERFORMANCE CHARACTERISTICS. TRADE SOURCES BELIEVE (INCLUDING EVEN GERMAN COMPETITORS) THAT KRUPP LAY OUT IS NOT ADEQUATE AND THAT QUALITY OF THEIR
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PROPOSAL AND EQUIPMENT NOT ENTIRELY RESPONSIVE TO

REQUIREMENTS.

4. EMBASSY MAY WISH TO CONTACT TANG ENG TO EXPRESS
INTEREST AND RAISE QUESTION OF COMPARISON ON PERFORMANCE
CHARACTERISTICS. BOTH BIRDSBORO AND ARMCO, WHILE CONFIDENT
THEIR CREDENTIALS ARE IN ORDER, WOULD BE WILLING TO MAKE
SPECIAL TRIP TO TAIWAN IN ORDER TO DISCUSS OPPORTUNITY FURTHER
SHOULD EMBASSY PERCEIVE THE NEED AND PREPARE
THE OPENING. MAW

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